

Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 USIA-15 /045 W
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R 180900Z MAY 77
FM AMEMBASSY SANA
TO SECSTATE WASHDC 1274
INFO USDOC WASHDC
AMEMBASSY ABU DHABI
AMEMBASSY ALGIERS
AMEMBASSY AMMAN
USINT BAGHDAD
AMCONSUL CASABLANCA
AMEMBASSY CAIRO
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY RABAT
AMEMBASSY TEHRAN
AMEMBASSY TEL AVIV
AMEMBASSY TRIPOLI
AMEMBASSY TUNIS
AMEMBASSY ATHENS

UNCLAS SANA 1901

ATHENS FOR RTDO
USDOC FOR BIC/CAGNE

E.O. 11652: N/A
TAGS: BEXP, YE
SUBJECT: FY 1979 USDOC/CAGNE TRADE RPROMOTION PROGRAM - YAR

REFERENCE: (A) STATE 081091; (B) ABU DAHABI 1381;
(C) BAGHDAD 0780
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1. EMBASSY SANA INTERESTED GEAR UP ITS PARTICIPATION IN
TRADE PROMOTION PROGRAM BY FY 79. REMITTANCES, FOREIGN AID,
IMPORTS SHOULD EACH BE OVER BILLION DOLLARS A YEAR MARK.
EMERIANATION HAS CREATED NEED FOR CAPTIAL INTENSIVE TECHNOLOGIES.
WE THEREFORE PROPOSE THAT BIC/CAGNE CONSIDER THE TWO
FOLLOWING TRADE MISSIONS TO YAR:

2. WATER RESOURCES. WATER SUPPLY AND UTILIZATION IS ONE OF THE MAJOR ECONOMIC ISSUES IN THE YAR. UNLIKE MOST OTHER COUNTRIES IN THE PENINSULAR, THE YAR IS AN AGRICULTURAL COUNTRY. AGRICULTURAL DEVELOPMENT IS NOW PROGRESSING FROM FARMER SUBSISTENCE LEVEL TO MARKET PRODUCTION. IN ADDITION TO AGRICULTURAL APPLICATION, THE MAJORITY OF WELLS SUPPLYING DRINKING WATER BELONG TO THE PRIVATE SECTOR. WE BELIEVE THAT BOTH THE PRIVATE AND PUBLIC SECTOR INTEREST IN THIS MISSION WOULD BE SIZE-ABLE.

3. CONSTRUCTION MACHINERY. CONSTRUCTION IN THE YAR IS ON THE UPSWING. TO DATE, VIRTUALLY ALL CONSTRUCTION IS PERFORMED BY MANUAL LABOR. WHICH IS NOW IN VERY SHORT SUPPLY. A LIMITED NUMBER OF CEMENT MIXERS IS EVIDENT; HOWEVER, ALMOST ALL OTHER PHASES OF CONSTRUCTION ARE MAN OR ANIMAL SUPPLIED. WE FEEL THAT A LIGHT/MEDIUM MACHINERY MISSION (I.E. CEMENT MIXERS, LIGHT CRANES, WINCHING EQUIPMENT, ROCK CUTTING TOOLS/MACHINERY, ETC.) WOULD BE EFFECTIVE.

4. RELATED TO CONSTRUCTION MACHINERY, ROAD CONSTRUCTION EQUIPMENT WOULD ALSO BE FEASIBLE. ALTHOUGH THE GOVERNMENT, THROUGH GRANTS AND AID, IS ENGAGED IN A MAJOR ROAD BUILDING PROGRAM, THERE IS STILL A MARKET IN THE COUNTRYSIDE. TRIBAL AREAS FAR REMOVED FROM URBAN AREAS CONSTRUCT ROADS THROUGH PRIVATE INVESTMENT. IT IS ANTICIPATED THAT GOVERNMENT EFFORTS AND CAPABILITIES UNCLASSIFIED

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TO CONSTRUCT ROADS IN THE TOPOGRAPHICALLY FAR REMOVED REGIONS OF THE YAR ARE SEVERAL YEARS OFF.

5. TIMING. SANA HOPES TO CAPITALIZE ON THE WATER RESOURCES MISSION TO ABU DHABI AND THE CONSTRUCTION

MACHINERY MISSION TO BAGHDAD, IF THE LATTER MATERIALIZES. SCHEDULING AROUND THE MISSIONS' VISITS TO THESE OR OTHER POSTS WOULD BE SUITABLE.

6. MARKET RESEARCH. EMBASSY IS ONLY ABLE TO PERFORM A VERY LIMITED MARKET RESEARCH. HOWEVER, DUE TO THE PERPETUAL CONCERN FOR WATER AND ONGOING CONSTRUCTION IN EVIDENCE, WE HAVE LITTLE DOUBT THAT THE RELATED MISSIONS WOULD BE SUCCESSFUL.

7. GENERAL OBSERVATIONS. ADVANCE PREPARATION AND PROMOTION ARE ESSENTIAL, PARTICULARLY TO BRING IN PERSONS FROM OUTLYING COUNTRYSIDE. SINCE THIS IS SANA'S

FIRST VENTURE INTO TRADE PROMOTION MISSIONS, CONSULTA-
TION WITH USDOC AND/OR CAGNE AND OTHER POSTS WITH PRIOR
EXPERIENCE WILL BE NEEDED.
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
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